

WILLIAM C. ZACHARY
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EXPERIENCE

SunLight Energy Group LLC. New York, New York

Partner, 2016 - Present. One of four managing partners. SunLight Energy Group provides energy and cost saving suggestions for its clients through long-term energy contracts (electrical and natural gas, as permitted), energy efficiency, and alternative energy solutions.

SunLight General Capital, LLC. New York, New York

Partner and Director of Municipal Finance, 2011 - Present. One of three managing partners in a firm that has become, since its founding, the largest owner of distributed generation photo-voltaic solar generating facilities in the northeastern United States. Responsible for all municipal bond financings undertaken by SunLight. Negotiated large transactions with four local governments, representing approximately \$113 million in municipal debt. Charged with developing SunLight's presence on military bases, a rapidly-growing market for renewable energy production.

Société Générale, New York, New York

Interest Rate Derivatives Group, 1993-2008. Head of Municipal Finance, 2007-2008. Senior member of a small group providing municipal finance services (interest rate derivatives, letters of credit, proprietary taxable and tax-exempt municipal bond investments, etc.) throughout the United States and across a broad range of credit types, building a portfolio which ultimately exceeded \$15 billion. Specialized in the area of military housing privatization, where we created the market for this type of paper and amassed a portfolio of more than \$1.5 billion of these bonds, with maturities of up to 45 years. These bonds were then restructured, rated, and resold. Acquired and managed a tender option bond portfolio aggregating \$5 billion. Structured approximately \$4 billion in tax-exempt natural gas pre-pay transactions. Interfaced with clients, senior management in New York and Paris, credit department, and internal and external counsel.

Smith Barney, Harris Upham & Co. Incorporated, New York, New York

Public Finance Division: Second Vice President 7/90-9/91 and Summer 1992, Associate 7/89-7/90, Analyst 7/87-7/90. General responsibilities included drafting new business proposals, performing analysis to determine the optimal structure of municipal bond issues, negotiating the final terms of the bonds with members of the finance team, coordinating the actions of the various parties to the transaction, and working with the trading desk to ensure an efficient sale of the securities into the municipal marketplace. Member of new product development team which resulted in Smith Barney's entry into the area of municipal derivatives including municipal interest rate swaps, caps, and collars.

EDUCATION

John F. Kennedy School of Government, Harvard University, Cambridge, Massachusetts, 1991-1993

Concentration in International Affairs and Security. Coursework included foreign policy, electoral politics, international economic policy, and statistics.

Harvard University, Cambridge, Massachusetts

B.A. *cum laude* in General Studies with concentration in Economics, June, 1986

Coursework included international trade and investments, international monetary economics, German, French, and classical history and literature.

PERSONAL

Squash, U.S. History, Politics

REFERENCES

Available upon request.